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"The competition enriched what I studied in my classes. I'm grateful for this rare opportunity." — Brent Dance (on far right)

Other Case Competition team members are Dan Duckworth, Amy Lush, and Nathan Lee (not pictured)



ANNUAL FUND

Office of the Dean
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Dr. R. Raymond Green
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Dear Raymond,

Two of the things I've learned as dean of the BYU Marriott School of Management are (1) investing in education provides a great return on investment and (2) our students and graduates are the school's best form of advertising. Permit me to share with you some of our recent successes.

Last November a team of Marriott School undergraduate business students entered the first Center for International Business Education and Research case competition at Ohio State University. They competed with students from universities in Hong Kong, Denmark, Ireland, Mexico, and the United States. Student teams representing 12 universities were each given 24 hours to complete a case analysis and presentation to improve the profitability of a Brazilian steel company. With less than one hour of sleep, the BYU team presented their plan to two different panels of industry judges—and won **first place**.

"The judges were excited to hear a solution other than exporting to China," says Bruce Money, associate professor and the team's advisor. "Their unique solution, coupled with the team's engaging presentation skills, created an explosive combination that caught everyone's attention. When they presented, you could hear a pin drop on the carpeted floor."

This is one of the many examples of our students' achievements. During the past year and a half, Marriott School students competed in at least 10 national/regional competitions. Of those, they **took first in seven**.

Some of the competitions our students won include:

- **Deloitte Tax Case Study Competition.** Graduate accounting students placed first and an undergraduate team placed second. For the eighth time in the 13-year history of the competition, both BYU teams placed among the top three—an unparalleled accomplishment.
- **National Collegiate Entrepreneurs' Organization Conference.** Students from Brigham Young University's Association of College Entrepreneurs capitalized on their training and zeal to win the most first-place awards of any university at the conference held November 4–6 in Chicago. The BYU chapter brought home the coveted Best Chapter Award and four other "best of" awards—taking first in five of 14 categories.
- **Phi Beta Lambda National Awards Competition.** Three BYU students took top honors at the July 9–12 competition held in Denver. More than 7,000 students competed in 40 categories.

Helping students participate in these competitions is just one way the Marriott School Annual Fund strengthens the student experience. **We need your continued support** to maintain these opportunities as well as fund innovative developments at the school.